

Consultant Guide to Support DeToxers

Commitment by Consultant:

1. I have completed the program and have read all the posts (or I am currently in the program).
2. I will only add clients to the FB group who are "all in" and have purchased the complete Nutrition Set (ASVP).
3. I will coach my clients according to the steps listed below on the tracker.
4. I will participate in the Facebook group, help answer questions and be encouraging to others.

Step Action

- 1 Place order for Nutrition ASVP. Give "Checklist". Let them know they earned \$__ Preferred Rewards for their next order.
- Add their order to your client binder and add them to your Tracker.
TIP: Get a referral: "Who else might want to do this with you? It is so much more fun to do together and it helps with accountability too. Post on FB what you are doing... you might be surprised who wants to join you. If you find someone to join you, I'll give you a free product (choose a product they would like)." **Monday Before Start** -
- 2 Add client to FB group and make sure they see it. Send the first email, "Healthy Living Prep Letter".
- 3 **Friday Before Start** - Be sure that client has found recipes and read all the posts.
- 4 **Weekend Before Start** - CALL THEM Saturday or Sunday before they start. Make sure they have their products and their groceries. Go over a typical day in detail! Remind them to weigh, measure and take photo on Monday morning. Answer any questions. TIP: "You should post on Facebook that you are starting a Clean Eating and Detox program on Monday. It's fun for people to root you on and it helps keep you accountable. You may be surprised who may want to join you. You can even tag me and I'll root you on too."
- 5 **Week 1, Day 1** - Enter Starting Weight and Measurements in the Healthy Living Tracker. At the end of Day 1, after dinner, review when and what they ate and drank in detail. Ask them specific questions, ex: "when did they wake up, when did they have their Digestion Plus, when did they have their 1st shake, how did they make it, how much fiber did they use (start with ¼ scoop in each shake), when did they eat again, what did they have for snack, how much water have they had, did they have their fizz and detox tea, etc." If they are doing something wrong, you want to catch immediately. Make any adjustments needed. So important that they start off right! TIP: "Let me know which shakes and meals you are loving the most this week. I'd also encourage you to post on FB that you are starting the Arbonne Program, so you can encourage someone to take the step to get healthier too. You can even post pictures of your fun recipes or shakes. Tag me, so I can see as well."
- 6 **Week 1, Day 3** - Ask "How's it going? How are you feeling?"
- 7 **Week 1, Day 5** - Check in. Are they equipped for the weekend?

- 8 **Start of Week 2** – Enter Weight (or difference) in the Tracker. Check in to see how they are doing. Ask them to write a little testimonial and post on Facebook and tag you. Start planting seeds for them to share this with their friends, and you'll give them a FREE product . If they are already referring, ask them to host or plant seeds for them to become a business partner (or invite them to a Discover Arbonne).
TIP: “Wow, you are having great results. You should post your testimonial on Facebook and tag me – you could really help others and encourage them to get healthier and do this program too! And, I'll give you free products for referrals!”
TIP: “Since you are already referring people, we should chat about upgrading you to a Consultant. This way, you can get paid on your referrals. Have you ever thought about doing something like this? “
- 9 **Week 2, Day 13** - Call to ensure client has instructions on using the *7 day cleanse and remind them not to drink the Detox Tea this week.
- 10 **Start of Week 3** – Repeat Step 8.
Check in on first day to make sure they are using the 7-day cleanse correctly.
- 11 **Week 3, Day 16** - Text or call to check in
- 12 **Start of Week 4** – Call client to talk about whether they have achieved their goals (health or weight):
- If they have NOT achieved their goals, encourage them to order another Nutrition ASVP and continue in the next group.
TIP: “Great...what most people, who have not reached their goal, is to do another round of the 30 Days. You have \$__ in Preferred Rewards. Can I get you another set and add you to the next group?”
- If they HAVE reached their goals, let them know you will add them to the Maintenance Group at the end of the program, and place order for the products they will need to continue their new lifestyle.
TIP: “Great...what most people do, is to continue using all of the products, except the 7-day cleanse, on a regular basis. (Perhaps they will continue one shake a day, their detox tea and fizzys)
- Give client their ID and pin for their records – even if you are placing their next order for them.
- Make sure the client knows how to get the best deal on every order and the importance of at least a \$150 order. Inform them of their PC voucher amount.
- 13 **Week 4** - Give an RE9 sample as a gift with the Thank you post Card. Text Arbonne RE9 Video on YouTube, saying that the sample is coming.
- 14 **Post Week** - Ensure client takes their final measurements and "after" photo. Are they willing to share on Facebook? Get testimonial.
- 15 **Post Week** - Ask for referrals OR ask if they could see themselves as a Healthy Living Coach/Consultant. Invite to DA.
- 16 **Post Week** - Plug in client to Maintenance Group on Facebook if they are not continuing on.

Our Maintenance group on FB is Eating Clean and Healthy the Arbonne Way